

Applied Innovation Discovery Service G-Cloud 15





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1 Service Overview

Capgemini's Applied Innovation Discover service can allow the Buyer to discover innovation and emerging technology solutions relevant to the Buyer's customers' needs and business challenges. Capgemini leverages its experience in emerging technology and consulting to help unlock business problems and drive forward change at speed. The discover service can allow access to Capgemini's ecosystem or large and small partners, start-ups, academia and specialist subject matter expertise. Applying Artificial Intelligence in our process alongside lean start-up and design thinking methods and collaborative tools, we shape the problem and conduct primary and secondary research in collaboration with your teams and partners. Based on these insights, we curate relevant innovations with the highest desirability, commerciality and viability, culminating in a facilitated session with partners / SMEs to provide niche skills, thinking and agility.

2 Business Need

Many organisations are not designed to innovate effectively or fast due to local constraints and the need to drive business as usual activities. They lack the necessary processes, talent, risk tolerance and leadership alignment, as well as a culture that encourages, rewards and promotes innovation.

Capgemini has put together a series of outcome focused services delivered through Capgemini's Applied Innovation Exchange innovation lab to help organisations of different sizes, needs and sectors achieve their full innovation potential. Capgemini's Applied Innovation Exchange services seek to act as catalyst to drive an organisation to outcompete their competitors in the ever-competitive market we find companies find themselves in.

3 Capgemini's Approach

Innovation Discovery engagements are purpose built for targeted exploration of critical client issues, ultimately exposing new opportunities and pathways forward. Each engagement can be co-created with Buyer sponsor team to help ensure that the engagement delivers the desired innovation outcomes.

Through Capgemini's Innovation Discover service, Capgemini can provide its clients with immersive innovation experiences designed to help clients to: discover sector pivots; explore new business models; immerse themselves in emerging technologies, ecosystem partners; and define action plans to drive change.

Capgemini can do this through three discrete types of innovation discovery service:



This diagram is for illustration only and does not represent any obligation or responsibility of Capgemini.



The key is not to identify future experiments but rather to identify, refine, and scale transformational innovations that can help realise scaled business value for Buyers - embracing the art of the possible and bringing it to life through digital products, services and experiences.

Capgemini's approach builds upon Capgemini's vast management & technology consulting experience whilst leveraging new agile ways of working including AI empowered discover, future cones, design thinking & lean start-up methods to help accelerate decision making.

The service can offer the following potential benefits to Capgemini's clients:

- Increase the Innovation IQ of the buyer and their teams
- Create digital 'literacy' on critical topics, enabling informed dialogue and decision making
- Discover future value chains, industry inflection points, emerging technology, and nascent business models
- Identify specific initiatives and Proof of Concepts that might create value in particular areas of interest
- Uncover new ecosystem partners that can enable rapid market growth through partnership
- Gain exposure to potential partners and Capgemini capabilities that can accelerate time-to-value and de-risk innovation investments.

4 Buyer Responsibilities

Please refer to the Supplier Terms listed with this service on the Platform. These may contain additional Buyer obligations/costs the Buyer is subject to that are not identified anywhere else in the Supplier's Application or on the Platform.

The Buyer responsibilities as part of this service are as follows:

- Buyer must ensure a project owner is available and empowered to make decisions when requested by the project delivery team, in a timely fashion.
- Buyer must ensure that changes to project goals are documented and communicated to the project delivery team, in a timely fashion.
- Buyer should ensure that the project owner attends regular project progress meetings / stand-ups.
- Buyer must provide access to the necessary data owners and documentation for the data sources involved.

If these responsibilities do not match your expectations, then please contact us in order that we can explore options to vary our approach.

5 Service Management

Not applicable.

6 Protection of Data

This service is based on a security classification of 'Official', however should you have a requirement for a different security classification that you would like us to consider, please contact us to discuss.

7 On-boarding and Off-boarding



Capgemini shall undertake on-boarding and off-boarding activities agreed within the Order Form (including as a minimum an exit plan in line with the Call-Off Contract terms) which will be charged for in accordance with the Pricing section for this service.

8 Skills and Knowledge Transfer

Capgemini recognises that skills and knowledge transfer is a critical element in the provision of G-Cloud services to public sector clients. Where possible and applicable, this forms part of the delivery plan for the service agreed at the start of the engagement. Our consultants and engineers are experienced in providing skills and knowledge transfer for major private and public sector clients.

Where appropriate, we may use a standard approach, tailored to topic, skills-gap and individual, to ensure consistency and effectiveness. The approach, Capgemini's Assess-Plan-Implement framework, has been used repeatedly by our teams to structure the work involved in transferring skills and creating new teams capable of driving and sustaining change long after the end of the formal programme. The framework can be applied throughout a project to understand knowledge transfer objectives, plan training delivery methods and materials, and deliver and evaluate success.

9 Vendor Accreditations/Awards



For the 13th year in a row, Capgemini has been recognised as one of the World's Most Ethical Companies® by the Ethisphere® Institute. This is an acknowledgement of our ethical culture that makes us an employer of choice and responsible player in the eyes of our clients, shareholders, and the wider community.

10 Sub-contractors

Capgemini UK may use the following subcontractors to deliver this service:

- Capgemini Technology Services India Limited.

11 Business Continuity and Disaster Recovery

No disaster recovery plan is provided as part of these Services.

12 Pricing

This service is priced in accordance with the SFIA Rate Card attached. Capgemini can also provide offshore resources at reduced rates where appropriate. Projects can be priced either on a Time & Materials or Fixed Price basis.

13 Ordering and Invoicing

Please refer to the Supplier Terms for this service.

We would be pleased to arrange a call or meeting to discuss your requirements of our service in more detail.



14 Termination Terms

Please refer to the Supplier Terms for this service.

15 Further Information

For more information about this or any of our G-Cloud services, please contact our Public Sector Team.

Phone: 0370 904 4858

Email: publicsector.opps.uk@capgemini.com including the following information:

1. The name of this service.
2. The name of your organisation.
3. Your name and contact details.
4. A brief description of your business situation.
5. Your preferred timescales for starting the work.

About Capgemini

Capgemini is a global business and technology transformation partner, helping organizations to accelerate their dual transition to a digital and sustainable world, while creating tangible impact for enterprises and society. It is a responsible and diverse group of 340,000 team members in more than 50 countries. With its strong over 55-year heritage, Capgemini is trusted by its clients to unlock the value of technology to address the entire breadth of their business needs. It delivers end-to-end services and solutions leveraging strengths from strategy and design to engineering, all fueled by its market leading capabilities in AI, generative AI, cloud and data, combined with its deep industry expertise and partner ecosystem. The Group reported 2024 global revenues of €22.1 billion.

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